

United Kingdom Jobs Expertini®

Commercial AE

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Company: Stott and May

Location: United Kingdom

Category: other-general

Commercial Account Executive 50-70k base + commission / shares
AI Consulting UK start-up
We are partnering with a leading provider of consulting and solutions, specialising in AI solutions that streamline manual tasks and boost efficiency. Their platform, powered by natural language processing, offers real-time, cost-effective assessments for organizations dealing with documents, reports, and assessments. Founded in 2023, the company is now building the GTM function, looking for Mid-Market/Commercial Account Executives to join their team as they look to double headcount 2024
Why join: 1st class solution, solving business critical issues
Early stage (only just come out of stealth mode) - huge opportunity to get in early and help scale the business
Founded 2023 headcount at 10 looking to double 2024
Work directly with 2 founders with an incredible track record (built £40 million business from scratch up to 300 employees)
Greenfield territory, chance to build and scale, share incentive at early stage with a very robust business plan
The role: Mid-Market/Commercial Sales Executive - focus on accounts with between 200-5000 seats
Hunter position - net new business, control of the full sales cycle from inception to close
Deal process - from lead to delivery can be completed within 2-3 months
All sales enablement tools (including CRM, CLM and Pre-Sales) in place
Requirements: At least 2 years' experience in a closing role
Experience in technology sold consultancy, professional services technology or software
Experience working with Mid-Market/Commercial accounts

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